

#### Raw Cotton:

#### Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during October 1999. The denominator represents the total number of FEU shipped, carriers, throughout the 1999 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, October 1999.

#### Market Share-October:

Each carrier's current market share is based on the number of containers shipped during October 1999. Source: PIERS, October 1999.

#### Market Share-CY 1999:

Each carrier's market share is based on the total number of containers shipped throughout the 1999 calendar year. Source: PIERS, 1999.

#### **Transit Time**

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

#### **Ocean Rates**

Ocean rates are applicable for December 30, 1999. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Sou Identified through the E-Transport on-line rate tariff, PLUS Tariff retrieval systems, and individual shipping line websites.

#### **Container Rate**

Container rates for Raw Cotton are quoted on full, 19.5 KT per 40-foot dry containers unless otherwise noted.

Container movemetns of raw cotton are defined by PIERS as "American, Raw Cotton, Compressed."

#### **Definitions**

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

CY-CY = Container Yard to Container Yard

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

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L.A./L.B./Oakland Ports To Bangkok, Thailand

Raw Cotton

Monthly Market Share For: October 1999

Month\Year: 74.0 \ 619.2

Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	<b>BAF</b>	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Mitsui OSK	35%	42%	17 Days	\$1,400 <sup>1</sup>									\$1,400
Yang Ming	19%	7%	16 Days										
Evergreen	12%	5%	29 Days 4										
APL	11%	9%	17 Days	\$1,100 <sup>1</sup>									\$1,100
Sea-Land	11%	3%	21 Days	\$1,800 <sup>1</sup>	\$40 <sup>1</sup>								\$1,840
Senator	5%	5%		\$107	\$2								\$2,126
P&O Nedlloyd	4%	2%	20 Days										
OOCL	3%	2%	17 Days	\$1,400 <sup>1</sup>				\$520 <sup>1</sup>			\$399 ¹		\$1,969
Hanjin	0%	12%	22 Days 4										
NYK Line	0%	5%	30 Days ⁴	\$1,400 <sup>1</sup>				\$520 <sup>1</sup>			\$399 ¹		\$1,969
Maersk	0%	3%	27 Days	\$1,600 <sup>1</sup>	\$40 <sup>1</sup>								\$1,640

<sup>1</sup> Rate is per container Rat \$1,506

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<sup>4</sup> Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To Busan, South Korea

Raw Cotton

Monthly Market Share For: October 1999

Month\Year: 243.0 \ 1,525.1

Surcharges:

Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Mitsui OSK	29%	15%	12 Days	\$1,372 <sup>1</sup>									\$1,372
Zim Line	23%	15%	15 Days	\$205									\$3,998
Hyundai	16%	10%	13 Days ⁴	\$91							\$22		\$2,242
APL	7%	6%	12 Days	\$1,650 <sup>1</sup>	\$40 <sup>1</sup>								\$1,690
Yang Ming	7%	3%	16 Days	\$1,300 <sup>1</sup>	\$40 <sup>1</sup>								\$1,340
Hanjin	6%	30%	13 Days ⁴										
OOCL	5%	2%	17 Days	\$1,372 <sup>1</sup>				\$520 <sup>1</sup>			\$399 <sup>1</sup>		\$2,291
NYK Line	3%	1%	13 Days ⁴	\$1,372 <sup>1</sup>				\$520 <sup>1</sup>			\$399 <sup>1</sup>		\$2,291
Cho Yang	0%	12%	12 Days	\$101									\$1,907
Senator	0%	3%	12 Days	\$104	\$2								\$2,067

<sup>1</sup> Rate is per container Rat \$2,302

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To Ho Chi Minh, Vietnam

Raw Cotton

Surcharaes

Monthly Market Share For: October 1999

Month\Year: 10.0 \ 96.0

		Surcharges.											
Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container <b>R</b> ate
Mitsui OSK	100%	43%	27 Days	\$2,125 <sup>1</sup>									\$2,125
Hanjin	0%	25%	25 Days 4										
Evergreen	0%	20%	30 Days										
Hyundai	0%	13%	26 Days	\$141	\$2						\$22		\$3,218

1 Rate is per container Rat \$2,125

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To Hong Kong

Raw Cotton

Monthly Market Share For: October 1999

Month\Year: 160.0 \ 906.0

Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
APL	95%	29%	12 Days	\$950 <sup>1</sup>									\$950
OOCL	5%	10%	15 Days										
Mitsui OSK	0%	15%	14 Days	\$1,100 <sup>1</sup>									\$1,100
Yang Ming	0%	10%	16 Days										
Sea-Land	0%	7%	13 Days	\$1,150 <sup>1</sup>	\$40 <sup>1</sup>								\$1,190
NYK Line	0%	3%	15 Days ⁴	\$1,100 <sup>1</sup>				\$520 <sup>1</sup>			\$399 ¹		\$2,019

<sup>1</sup> Rate is per container Rat \$950

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<sup>4</sup> Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To Jakarta, Indonesia

Raw Cotton

Monthly Market Share For: October 1999

Month\Year: 119.0 \ 599.5

Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Mitsui OSK	33%	33%	25 Days	\$910 <sup>1</sup>									\$910
Sea-Land	25%	14%	25 Days	\$1,900 <sup>1</sup>	\$40 1	1							\$1,940
APL	17%	10%	25 Days	\$1,445 <sup>1</sup>	\$40 1	1							\$1,485
Maersk	12%	5%	23 Days	\$1,600 <sup>1</sup>	\$40 1	1							\$1,640
NYK Line	4%	6%	25 Days	\$910 <sup>1</sup>				\$520 <sup>1</sup>			\$399 ¹		\$1,829
Yang Ming	4%	5%	19 Days										
Evergreen	0%	11%	26 Days										
Hanjin	0%	7%	23 Days										
OOCL	0%	4%	30 Days	\$910 <sup>1</sup>				\$520 <sup>1</sup>			\$399 ¹		\$1,829
Senator	0%	4%		\$1,415 <sup>1</sup>									\$1,415

<sup>1</sup> Rate is per container Rat \$1,437

L.A./L.B./Oakland Ports To Keelung/Kaohsiung, Taiwan

Raw Cotton

Monthly Market Share For: October 1999

Month\Year: 117.0 \ 857.0

1,10,101,10,100	57.0												
Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Mitsui OSK	41%	14%	12 Days	\$1,050 <sup>1</sup>									\$1,050
Yang Ming	19%	7%	14 Days										
NYK Line	13%	5%	12 Days	\$1,050 <sup>1</sup>				\$520 <sup>1</sup>			\$399 <sup>1</sup>		\$1,969
Senator	13%	5%	12 Days	\$72	\$2								\$1,443
OOCL	12%	31%	15 Days	\$1,050 <sup>1</sup>				\$520 <sup>1</sup>			\$399 <sup>1</sup>		\$1,969
APL	9%	7%	12 Days	\$700 <sup>1</sup>									\$700
Sea-Land	6%	9%	13 Days	\$1,150 <sup>1</sup>	\$40 <sup>1</sup>		5%						\$1,248
Hanjin	5%	1%	17 Days 4										
Evergreen	0%	9%	15 Days	\$62			5%	\$22					\$1,698
Zim Line	0%	5%	21 Days										
Maersk	0%	4%	13 Days	\$1,150 <sup>1</sup>	\$40 <sup>1</sup>		5%						\$1,248

<sup>1</sup> Rate is per container \*\* Average Container Rat\* \$1,328

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To Kobe, Japan

Raw Cotton

Monthly Market Share For: October 1999

Month\Year: 38.0 \ 546.0

2,200,000													
Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	 BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Senator	42%	6%		\$51	\$2			\$26					\$1,541
APL	16%	33%	12 Days	\$750 <sup>1</sup>									\$750
K Line	11%	4%	12 Days	\$1,000 <sup>1</sup>									\$1,000
Sea-Land	8%	5%	11 Days	\$1,150 <sup>1</sup>	\$40 <sup>1</sup>		40%						\$1,650
OOCL	5%	7%											
Yang Ming	0%	10%	12 Days										
Mitsui OSK	0%	8%	12 Days	\$1,000 <sup>1</sup>									\$1,000
NYK Line	0%	6%	14 Days	\$1,000 <sup>1</sup>				\$520 <sup>1</sup>			\$399 ¹		\$1,919
Evergreen	0%	4%	12 Days						·				

<sup>1</sup> Rate is per container Rat \$1,310

L.A./L.B./Oakland Ports To Manila, Philippines

Raw Cotton

Monthly Market Share For: October 1999

Month\Year: 28.0 \ 522.5

Month\Year: 28.0\522.5	1		Surcharges:										
Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	 BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container <b>R</b> ate
APL	75%	6%	15 Days	\$1,250 <sup>1</sup>									\$1,250
Sea-Land	18%	33%	17 Days	\$1,800 <sup>1</sup>	\$40								\$1,840
Mitsui OSK	7%	11%	15 Days	\$1,450 <sup>1</sup>									\$1,450
NYK Line	0%	22%	16 Days 4	\$1,450 <sup>1</sup>				\$520 <sup>1</sup>			\$399 ¹		\$2,369
Hanjin	0%	10%	21 Days 4										
OOCL	0%	7%	17 Days										
Yang Ming	0%	4%	24 Days										

<sup>1</sup> Rate is per container Rat \$1,370

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Raw Cotton

Surcharaes

Monthly Market Share For: October 1999

Month\Year: 32.0 \ 236.0

	Surcharges:												
Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	 BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container <b>R</b> ate
Sea-Land	38%	11%	20 Days	\$1,800 <sup>1</sup>	\$40	I							\$1,840
APL	38%	5%	22 Days	\$915 <sup>1</sup>									\$915
Hyundai	25%	3%	19 Days ⁴	\$112	\$2						\$22		\$2,652
OOCL	0%	36%	27 Days										
Mitsui OSK	0%	28%	23 Days	\$1,115 <sup>1</sup>									\$1,115
NYK Line	0%	4%	20 Days 4	\$1,115 <sup>1</sup>				\$520 <sup>1</sup>			\$399 <sup>1</sup>		\$2,034

<sup>1</sup> Rate is per container Rat \$1,692

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<sup>4</sup> Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To Singapore

Raw Cotton

Monthly Market Share For: October 1999

Month\Year: 10.0 \ 120.0

Month $\ \ $ Year: $10.0 \ \ $	Ionth\Year: 10.0 \ 120.0						Surcharges:							
Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	 BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate	
OOCL	90%	75%	21 Days											
Yang Ming	10%	1%	18 Days											
Mitsui OSK	0%	18%	21 Days	\$1,115 <sup>1</sup>									\$1,115	
NYK Line	0%	5%	27 Days	\$1,115 <sup>1</sup>				\$520 <sup>1</sup>			\$399 <sup>1</sup>		\$2,034	

<sup>1</sup> Rate is per container \*\*Average Container Rat\*